

**BEFORE THE TENNESSEE REGULATORY AUTHORITY**

**NASHVILLE, TENNESSEE**

**September 21, 2000**

**APPLICATION OF ENRON  
BROADBAND SERVICES, INC.  
TO PROVIDE INTEREXCHANGE  
SERVICES**

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**Docket No. 00-00769**

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OFFICE OF THE  
EXECUTIVE SECRETARY

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**PRE-FILED TESTIMONY OF SUE NORD**

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**POSTED**  
*9/25/00*

1     **Q:     PLEASE STATE YOUR FULL NAME, BUSINESS ADDRESS AND POSITION.**

2     **A:**     My full name is Sue Nord. I am a Senior Director for Government Affairs at Enron  
3             Corporation. My business address is 2 Capitol Plaza, Concord, New Hampshire 03301.

4     **Q:     PLEASE BRIEFLY DESCRIBE YOUR DUTIES.**

5     **A:**     I provide government affairs support for EBS. I am responsible for state regulatory filings  
6             in the United States.

7     **Q:     PLEASE DESCRIBE YOUR BUSINESS EXPERIENCE AND BACKGROUND.**

8     **A:**     I have a Bachelor of Arts Degree from Carleton College in Northfield, Minnesota, and a  
9             Masters Degree from Boston College in Chestnut Hill, Massachusetts. From 1987 to  
10            1991, I was a staff member of the Massachusetts Energy Facilities Siting Council. From  
11            1992-1994, I held various positions at the Massachusetts Department of Public Utilities. I  
12            was the Policy Director for the Competitive Power Coalition of New England from 1994  
13            until January of 1997. I have been with Enron Corporation since 1997.

14    **Q:     ARE ALL STATEMENTS IN EBS'S APPLICATION TRUE AND CORRECT TO**  
15       **THE BEST OF YOUR KNOWLEDGE, INFORMATION AND BELIEF?**

16    **A:**     Yes, all statements in EBS's application are true and correct to the best of my knowledge,  
17             information and belief.

1     **Q:     PLEASE DESCRIBE THE CORPORATE STRUCTURE OF EBS.**

2     **A:**     EBS is an Oregon corporation, Certification No. 505434-88, originally formed as Portland  
3             General Communications Services, Inc. on March 12, 1996. The name change to Enron  
4             Broadband Services, Inc. occurred on January 20, 2000. EBS is a wholly-owned  
5             subsidiary of Enron Corporation, whose primary address is 1400 Smith Street, Houston,  
6             Texas 77002-7369.

7     **Q:     DOES EBS POSSESS THE REQUISITE MANAGERIAL, FINANCIAL, AND**  
8             **TECHNICAL ABILITIES TO PROVIDE THE SERVICES FOR WHICH IT HAS**  
9             **APPLIED FOR AUTHORITY?**

10    **A:**     Yes, EBS possesses the managerial, financial and technical abilities to provide intrastate  
11             interexchange telecommunications services.

12    **Q:     PLEASE DESCRIBE EBS'S FINANCIAL QUALIFICATIONS.**

13    **A:**     EBS is a wholly-owned subsidiary of Enron Corporation, an energy and communications  
14             company. Enron's operations are conducted through its subsidiaries and affiliates, which  
15             are principally engaged in the transportation of natural gas through pipelines to markets  
16             throughout the United States; the generation, transmission and distribution of electricity  
17             and other commodities and related risk management and finance services worldwide; the  
18             development, construction and operation of power plants, pipelines and other energy

1 related assets worldwide; and the development of an intelligent network platform to provide  
2 bandwidth management services and deliver high bandwidth applications.

3 EBS has access to the financial resources of Enron Corporation. In support of its  
4 financial qualifications, EBS submitted its 1999 income statement, balance sheet and  
5 statement of cash flow, along with its projected financial information, as attachments to its  
6 application. EBS also submitted the SEC Form 10-K and the SEC Form 10-Q of Enron  
7 Corporation.

8 **Q: PLEASE DESCRIBE EBS'S MANAGERIAL AND TECHNICAL**  
9 **QUALIFICATIONS.**

10 **A:** EBS has the managerial experience to operate successfully a telecommunications  
11 enterprise in Tennessee. EBS's managers have been able to implement a number of  
12 innovative measures to meet consumer needs. The backgrounds of EBS's key executives,  
13 combined with the telecommunications history of the Enron family of companies, are clear  
14 evidence that EBS possesses the managerial qualifications required to provide  
15 interexchange access service.

16 EBS also has access to the technical, as well as financial, resources of its parent  
17 company, Enron Corporation. Enron has extensive experience in the telecommunications  
18 industry and is well qualified to provide the broadband and data services for which

1 authority is requested. Enron is committed to utilizing the most advanced network design and  
2 transport techniques. Its use of fiber optic backbone ensures that Enron's network will deliver  
3 superior broadband and data transmission to its customer base. Additionally, EBS has  
4 approximately 900 employees, many with significant experience in providing data and  
5 telecommunications services.

6 **Q: WHAT SERVICES WILL EBS OFFER?**

7 **A:** EBS will provide intrastate high speed data services. EBS does not plan to provide local  
8 exchange service, basic local telecommunications service or switched access service.

9 **Q: WILL EBS OFFER SERVICE TO ALL CONSUMERS WITHIN ITS SERVICE**  
10 **AREA?**

11 **A:** This question is not applicable to EBS as EBS will not provide local exchange service.

12 **Q: DOES EBS PLAN TO OFFER LOCAL EXCHANGE TELECOMMUNICATIONS**  
13 **SERVICES IN AREAS SERVED BY ANY INCUMBENT LOCAL EXCHANGE**  
14 **TELEPHONE COMPANY WITH FEWER THAN 100,000 TOTAL ACCESS**  
15 **LINES?**

16 **A:** This question is not applicable to EBS as EBS will not provide local exchange service.

1     **Q:     WILL THE GRANTING OF A CERTIFICATE OF CONVENIENCE AND**  
2     **NECESSITY SERVE THE PUBLIC INTEREST?**

3     **A:**     Yes, the granting of a certificate of convenience and necessity to EBS will serve the public  
4     interest.

5     **Q:     DOES EBS INTEND TO COMPLY WITH ALL TRA RULES, STATUTES, AND**  
6     **ORDERS PERTAINING TO THE PROVISION OF TELECOMMUNICATIONS**  
7     **SERVICES IN TENNESSEE, INCLUDING THOSE FOR DISCONNECTION**  
8     **AND RECONNECTION OF SERVICE?**

9     **A:**     Yes, EBS will comply with all TRA rules, statutes, and orders pertaining to the provision  
10    of telecommunications services in Tennessee.

11    **Q:     HAS ANY STATE EVER DENIED EBS OR ONE OF ITS AFFILIATES**  
12    **AUTHORIZATION TO PROVIDE INTRASTATE SERVICE?**

13    **A:**     No, no state has denied EBS or one of its affiliates the authorization to provide intrastate  
14    service.

15    **Q:     HAS ANY STATE EVER REVOKED THE CERTIFICATION OF EBS OR ONE**  
16    **OF ITS AFFILIATES?**

17    **A:**     No, no state has ever revoked the certification of EBS or one of its affiliates.

1     **Q:   HAS EBS OR ONE OF ITS AFFILIATES EVER BEEN INVESTIGATED OR**  
2     **SANCTIONED BY ANY REGULATORY AUTHORITY FOR SERVICE OR**  
3     **BILLING IRREGULARITIES?**

4     **A:**   No, neither EBS nor any of its affiliates has ever been investigated or sanctioned by any  
5     regulatory authority for service or billing irregularities.

6     **Q:   WHO IS KNOWLEDGEABLE ABOUT EBS'S OPERATIONS AND WILL**  
7     **SERVE AS EBS'S REGULATORY AND CUSTOMER SERVICE CONTACT?**

8     **A:**   Marchris G. Robinson, Manager of State Government Affairs, is knowledgeable about  
9     EBS's operations and will serve as EBS's regulatory and customer service contact.

10    **Q:   PLEASE PROVIDE IN DETAIL EBS'S PROPOSED PROCEDURES FOR**  
11    **RESPONDING TO INFORMATION REQUESTS FROM THE TRA AND ITS**  
12    **STAFF.**

13    **A:**   The TRA and its staff should send any requests for information to Marchris G. Robinson,  
14    Manager, State Government Affairs, Enron Corporation, 1400 Smith Street, Houston,  
15    Texas 77002. A copy of any such request should also be forwarded to EBS's attorney,  
16    David I. Adelman, Sutherland Asbill & Brennan LLP, 999 Peachtree Street, N.E., Atlanta,  
17    Georgia 30309. The information will then be provided to the TRA by the specified date.

**Q: DOES THIS CONCLUDE YOUR TESTIMONY?**

**A: Yes.**

*Acu Nord*

Subscribed and sworn to me this 19<sup>th</sup> day of September, 2000.

*Margo Reyna*

Notary Public

State of Texas

